

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WOSF-FM Charlotte, NC	Date: 10/17/16
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I, Gerald Hawthorne (FUSE)

do hereby request station time concerning the following issue:

Support for Deborah Ross for US Senate (NC)
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED / SEE ATTACHED					

American Federation of State, County and Municipal
Employees, AFL-CIO (AFSCME)

This broadcast time will be used by: _____

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ **Yes**

☐ **No**

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

**Deborah Ross for US Senate (NC)
General election, 11/8/2016**

I represent that the payment for the above described broadcast time has been furnished by (name and address):

**American Federation of State, County and Municipal Employees, AFL-CIO (AFSCME)
1625 L Street, NW
Washington, DC 20036**

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Haleigh Hildebrand - AFSCME, Political Action

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished
by (name and address):

--

and you are authorized to announce the time as paid for by such person or entity
(hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of
directors below (or attach separately):

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TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)


10/17/16
Date


Signature

314-421-4040 ext.106
Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted ☐ Accepted in Part ☐ Rejected


Signature

Gwon Keahey
Printed Name

Office Manager / MSA/EA
Title

Oct 18, 16
 CONT# 30181070 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WOSF-FM (Charlotte-Gastonia-Rock Hill, NC-SC)
 FM PATRICK MCGEE
 OFF PHILADELPHIA
 AGY FUSE ADVERTISING
 ADDR 802 N 1ST STREET
 ST LOUIS, MO 63102

DDS CONT# 0
 C/P/E: na / na / na

SALESPERSON FAX#

PH # 314-421-4040

BYR GERALD HAWTHORNE
 ADV AFSCME
 PDT AFSCME
 FLT Oct 17, 16 - Nov 08, 16

Entered 10/18/16

* REP ORDER COMMENT *

** 10/18/2016 3:13:00 PM: THIS IS A NEW KICKBACK. DO NOT DOUBLE BOOK! PLEASE CONFIRM WITH
 MICHAEL.MERGET@KATZRADIOGROUP.COM OR CALL 215-557-4208. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	..WTF..	6A - 10A	60	10/19/2016 - 10/21/2016	1W	8	\$200.00	8
	1.2	..WTF..	10A - 3P	60	10/19/2016 - 10/21/2016	1W	8	\$175.00	8
	1.3	..WTF..	3P - 7P	60	10/19/2016 - 10/21/2016	1W	8	\$250.00	8
	1.4	..WTF..	7P - 12A	60	10/19/2016 - 10/21/2016	1W	4	\$75.00	4
	1.5	.....S.	6A - 7P	60	10/22/2016 - 10/22/2016	1W	4	\$75.00	4
	1.6	.....S	6A - 7P	60	10/23/2016 - 10/23/2016	1W	4	\$50.00	4
		** WEEKLY FLIGHT TOTALS **					36	\$5,800.00	
		FLIGHT 2							
	2.1	MTWTF..	6A - 10A	60	10/24/2016 - 11/4/2016	2W	8	\$200.00	16
	2.2	MTWTF..	10A - 3P	60	10/24/2016 - 11/4/2016	2W	8	\$175.00	16
	2.3	MTWTF..	3P - 7P	60	10/24/2016 - 11/4/2016	2W	8	\$250.00	16
	2.4	MTWTF..	7P - 12A	60	10/24/2016 - 11/4/2016	2W	4	\$75.00	8
	2.5	.....S.	6A - 7P	60	10/29/2016 - 11/5/2016	2W	4	\$75.00	8
	2.6	.....S	6A - 7P	60	10/30/2016 - 11/6/2016	2W	4	\$50.00	8
		** WEEKLY FLIGHT TOTALS **					36	\$11,600.00	
		FLIGHT 3							
	3.1	MT.....	6A - 10A	60	11/7/2016 - 11/8/2016	1W	8	\$200.00	8
	3.2	MT.....	10A - 3P	60	11/7/2016 - 11/8/2016	1W	8	\$175.00	8
	3.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	4	\$250.00	4
	3.4	M.....	7P - 12A	60	11/7/2016 - 11/7/2016	1W	4	\$75.00	4
		** WEEKLY FLIGHT TOTALS **					24	\$4,300.00	

Oct 18, 16
 CONT# 30181070 Mod# Ver# 1 (Last =)
 REP EASTMAN

DDS CONT# 0
 C/P/E: na / na / na

	Oct 16	Nov 16					
SPOTS	72	60					
CASH	11600.00	10100.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	11600.00	10100.00					

							TOTAL
SPOTS							132
CASH							21,700.00
TRADE							0.00
NSL							0.00
TOTAL							21,700.00

**** Competitive Comments ****

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

ORDER

Old School 105.3

Orders
Order / Rev: 332301
Alt Order #: 30181070
Product Desc: AFSCME
Estimate: /30181070
Flight Dates: 10/17/16 - 11/08/16
Original Date / Rev: 10/18/16 / 10/18/16
Order Type: GENERAL

WOSF-FM

Primary AE: Eastman Philadelphia
Sales Office: N-PHI
Sales Region: National

Agency
Name: Fuse Advertising
Buying Contact:
Billing Contact:
 802 N. 1st Street
 St. Louis, MO 63102

Billing Type: Cash
Billing Calendar: Broadcast
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser
Name: AFSCME
Demographic: A35+
Product Codes: Political Candidate
Priority: 01
Revenue Codes: AGY, POLITICAL, POL-ISS

New Business Thru:
Order Separation: 00:30:00
Advertiser External ID:
Agency External ID:
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/26/16	10/30/16	72	\$11,600.00	\$9,860.00
10/31/16	11/08/16	60	\$10,100.00	\$8,585.00

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2016	72	\$11,600.00	\$9,860.00	0.00
November 2016	60	\$10,100.00	\$8,585.00	0.00
Totals	132	\$21,700.00	\$18,445.00	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Eastman Philadelphia			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 1	WOSF	10/19/16	10/25/16	M-F AM Drive M-F AM Drive	CM	6:00 AM-10:00 AM	--WTF--	1:00	8	\$200.0001		0.00	NM	8	\$1,600.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/19/16	10/25/16	--WTF--					8	\$200.00		0.00			
E 2	WOSF	10/19/16	10/25/16	M-F Midday M-F Midday	CM	10:00 AM-3:00 PM	--WTF--	1:00	8	\$175.0001		0.00	NM	8	\$1,400.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/19/16	10/25/16	--WTF--					8	\$175.00		0.00			
E 3	WOSF	10/19/16	10/25/16	M-F PM Drive M-F PM Drive	CM	3:00 PM-7:00 PM	--WTF--	1:00	8	\$250.0001		0.00	NM	8	\$2,000.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/19/16	10/25/16	--WTF--					8	\$250.00		0.00			
E 4	WOSF	10/19/16	10/25/16	M-F Evening M-F Evening	CM	7:00 PM-12:00 XM	--WTF--	1:00	4	\$75.0001		0.00	NM	4	\$300.00
EV -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/19/16	10/25/16	--WTF--					4	\$75.00		0.00			
E 5	WOSF	10/24/16	11/06/16	M-F AM Drive M-F AM Drive	CM	6:00 AM-10:00 AM	MTWTF--	1:00	8	\$200.0001		0.00	NM	16	\$3,200.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/24/16	10/30/16	MTWTF--					8	\$200.00		0.00			

Order / Rev: 332301
Alt Order #: 30181070
Flight Dates: 10/17/16 - 11/08/16

Advertiser: AFSCME
Product Desc: AFSCME
Estimate: /30181070

WOSF-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 5	WOSF	10/24/16	11/06/16	M-F AM Drive M-F AM Drive	CM	6:00 AM-10:00 AM	MTWTF--	1:00	8	\$200.00	01	0.00	NM	16	\$3,200.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		10/31/16	11/06/16	MTWTF--			8		\$200.00		0.00				
E 6	WOSF	10/24/16	11/06/16	M-F Midday M-F Midday	CM	10:00 AM-3:00 PM	MTWTF--	1:00	8	\$175.00	01	0.00	NM	16	\$2,800.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		10/24/16	10/30/16	MTWTF--			8		\$175.00		0.00				
Week:		10/31/16	11/06/16	MTWTF--			8		\$175.00		0.00				
E 7	WOSF	10/24/16	11/06/16	M-F PM Drive M-F PM Drive	CM	3:00 PM-7:00 PM	MTWTF--	1:00	8	\$250.00	01	0.00	NM	16	\$4,000.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		10/24/16	10/30/16	MTWTF--			8		\$250.00		0.00				
Week:		10/31/16	11/06/16	MTWTF--			8		\$250.00		0.00				
E 8	WOSF	10/24/16	11/06/16	M-F Evening M-F Evening	CM	7:00 PM-12:00 XM	MTWTF--	1:00	4	\$75.00	01	0.00	NM	8	\$600.00
EV -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		10/24/16	10/30/16	MTWTF--			4		\$75.00		0.00				
Week:		10/31/16	11/06/16	MTWTF--			4		\$75.00		0.00				
E 9	WOSF	11/07/16	11/08/16	M-F AM Drive M-F AM Drive	CM	6:00 AM-10:00 AM	MT-----	1:00	8	\$200.00	01	0.00	NM	8	\$1,600.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		11/07/16	11/13/16	MT-----			8		\$200.00		0.00				
E 10	WOSF	11/07/16	11/08/16	M-F Midday M-F Midday	CM	10:00 AM-3:00 PM (10:00 AM-3:00 PM)	MT-----	1:00	8	\$175.00	01	0.00	NM	8	\$1,400.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		11/07/16	11/13/16	MT-----			8		\$175.00		0.00				
E 11	WOSF	11/07/16	11/08/16	M-F PM Drive M-F PM Drive	CM	3:00 PM-7:00 PM	M-----	1:00	4	\$250.00	01	0.00	NM	4	\$1,000.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		11/07/16	11/13/16	M-----			4		\$250.00		0.00				
E 12	WOSF	11/07/16	11/08/16	M-F Evening M-F Evening	CM	7:00 PM-12:00 XM	M-----	1:00	4	\$75.00	01	0.00	NM	4	\$300.00
EV -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		11/07/16	11/13/16	M-----			4		\$75.00		0.00				
E 13	WOSF	10/22/16	11/08/16	Sa Prime Rotator Sa Primer Rotator	CM	6:00 AM-7:00 PM	-----S-	1:00	4	\$75.00	01	0.00	NM	12	\$900.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		10/22/16	10/28/16	-----S-			4		\$75.00		0.00				
Week:		10/29/16	11/04/16	-----S-			4		\$75.00		0.00				
Week:		11/05/16	11/11/16	-----S-			4		\$75.00		0.00				
E 14	WOSF	10/23/16	11/08/16	Su Prime Rotator Su Prime Rotator	CM	6:00 AM-7:00 PM	-----S	1:00	4	\$50.00	01	0.00	NM	12	\$600.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		10/23/16	10/29/16	-----S			4		\$50.00		0.00				
Week:		10/30/16	11/05/16	-----S			4		\$50.00		0.00				
Week:		11/06/16	11/12/16	-----S			4		\$50.00		0.00				
													Totals	132	\$21,700.00